March / 1960

- All-industry public relations plan
- Research on fats for confectioners' coatings
- Food additives and candy
- Weekend Special: Old Fashioned Molasses Taffy



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candy business

Whitman to build new plant

Stephen F. Whitman & Son, Inc. will begin construction of a new manufacturing plant in April. The building will be completely air conditioned with controlled humidity. Located in the northeast section of Philadelphia the 400,000 square feet of floor space will occupy an area of more than 9-1/2 acres under one roof. The building will have its own facilities for cocoa bean roasting and chocolate blending and will have storage capacity for 100,000 pounds of dry sugar and 100,000 pounds of liquid sugar. April, 1961 is the date set for completion of construction.

Candy sales prohibited in Chicago grade schools

The Board of Education of the City of Chicago has voted to prohibit the sale of candy in elementary schools throughout the city. The grade school lunchrooms sold \$17,533 worth of candy in 1959. Thought is also being given to halting the sale of candy in the city's high schools but the pediatrician board member, Dr. John L. Reichert, who headed this drive against what he calls "empty calories", thinks that perhaps the teachers could influence high school students to depend more on foods with a high nutritive value, thereby making it unnecessary to stop lunchroom candy sales beyond the eighth grade level. The board's contemplated contract for \$175,000 worth of candy will be modified to allow for the reduced number of outlets.

Program change at PMCA

Mr. Robert C. Stanfill, Director, Philadelphia District Food and Drug Administration, will speak at the Pennsylvania Manufacturing Confectioners' Production Conference on "Food Additives Amendment-Application to Confectionery". Mr. Stanfill will address the Conference, which meets at Franklin & Marshall College, in Lancaster, Pennsylvania, on Thursday morning, April 28th. The speaker originally scheduled for that time will deliver his paper at the afternoon session. It has also been announced that Mr. L. Russell Cook of Ambrosia Chocolate Company will show his film of Ghana and Nigeria and that Mr. Thomas M. McAllister of Milprint, Inc. will show a film on "Film and Foil Laminations" after the Pennsylvania Dutch Dinner on Thursday evening, April 28th at the Hotel Brunswick in Lancaster.

1959 shows 4% sales increase

With the figures for December in, the preliminary estimate for 1959 indicates an increase of sales of 4% over 1958, and a tonnage increase of 2%. Bars, representing almost half the industry volume, held equal in sales and decreased 1% in tonnage. All other types of candy increased in both sales and tonnage, making 1959 the all time high on both counts.

Item	Estin of cur and o	to date Percent		
		Decemb	12 months er 1959 1 (\$1,000)	from 2 months
	(41,000)	1930	(\$1,000)	1900
Confectionery and competitive cho	00-			
late products, estimated total BY KIND OF BUSINESS:		+7	1,166,168	+4
Manufacturer-wholesalers	80,186	+4	927,070	+4
Manufacturer-retailers1			95,925	+18
Chocolate manufacturers	10,715	(2)	143,173	(2)
TOTAL ESTIMATED SALES				
MANUFACTURER-WHOLESALI	ERS			
BY DIVISION AND STATES				
New England			104,066	+2
Middle Atlantic	19,949	+5	270,241	+3
N. Y. and N. J	11,358		165,547	+4
Pa	8,591		104,694	+2
East North Central			353,177	+4
III	24,879		313,420	+3
Ohio and Ind	2,667	+24	25,877	+23
Mich. and Wis			13,880	-4
West North Central		+11	41,248	+9
Minn., Kan., S. Dak., and Neb	. 2,811	+16	22,745	+6
Iowa and Mo			18,503	+13
South Atlantic	4,021	+5	47,285	+9
Md., D. of C., Va., W. Va.,			00.000	
N. Car., and S. Car.		+14	20,020	+8
Ga. and Fla	2,205	-1	27,265	+9
East South Central:				
Ky., Tenn., Ala., and Miss	1,803	-15	21,520	-4
West South Central:		1.10	00 800	1.0
Ark., La., Okla., and Tex	2,583	+10	26,589	+6
Mountain:				
Ariz., Colo., Idaho, N. Mex.	3 40%	1.07	11.00%	. 14
and Utah			11,025	+14
Pacific			51,919	$-2 \\ -3$
Calif.			41,510	
Wash. and Ore	1,238	-2	10,409	+2

¹Retailers with two or more outlets.

²Less than 0.5 percent change.

Type of product ¹	Pounds	Value (\$1,000)	Pounds		months Value (
TOTAL SALES OF	ET ECT	ED.				
ESTABLISHMENTS			1,348,2	34 +2	554,70	77 +4
Package goods made to retail at:	0					
\$1.00 or more per lb.	6,516		47,6		52,55 78,09	
\$.50 to \$.99 per lb. Less than \$.50 per lb.	8,602 14,238	3,796	143,6 223,3	99 +8	60,86	18 +15
Bar goods	43,607		607,3		252,16 55,98	
Bulk goods ² 5¢ and 10¢ specialties	17,083 10,418		200,3 125,7		55.03	

¹A selected group of large manufacturer-wholesalers and chocolate manufacturers report sales by type of product. Companies reporting such detail account for approximately half of the total dollar sales of manufacturers.

^aLess than 0.5 per cent change

Data from monthly "Facts for Industry" of the U. S. Department of Commerce.

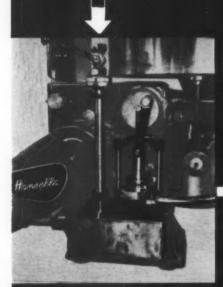
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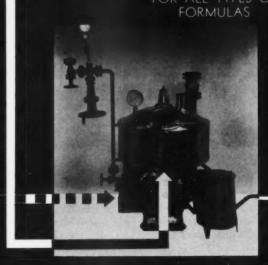
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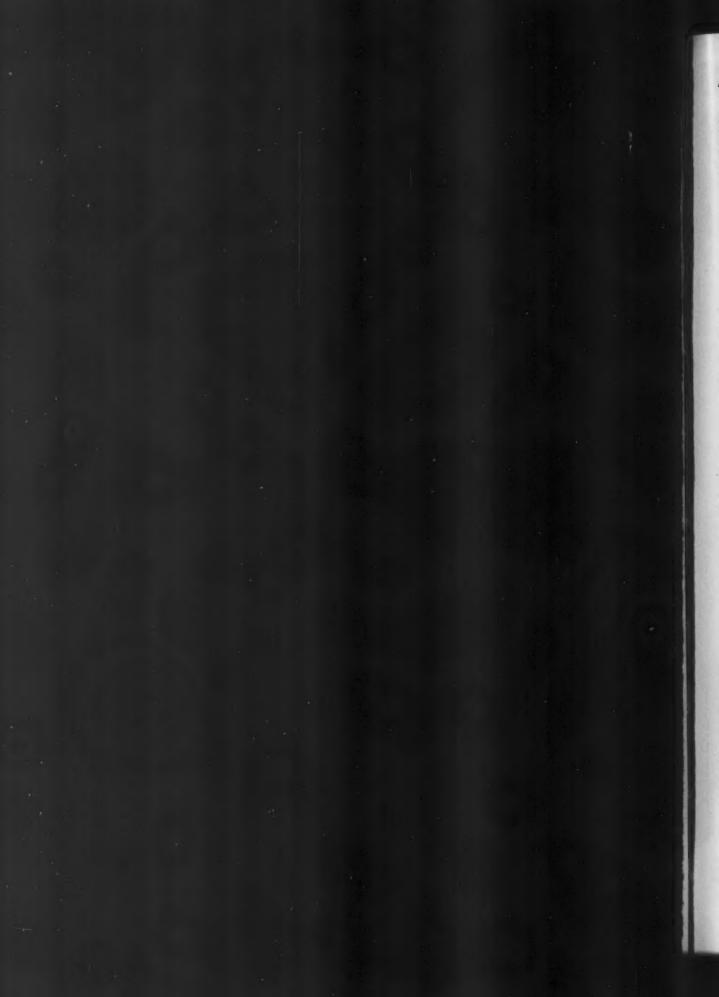
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Almond imports go unchecked

The Tariff Commission in reporting on the import of almonds was split with two commissioners finding that restrictions on imports were not warranted and two commissioners recommending a tariff quota of three million pounds with an overquota fee of ten cents per pound. The President, authorized to make the decision in this case, decided that imports should not be limited for there was no material interference with Department of Agriculture price support or marketing order programs.

Court okays Delson package

A federal district judge ruled in Newark, New Jersey that Delson Candy Company's "Thin Mints" package was not slack filled and was not deceptive to customers with regard to quantity of contents. The case brought against Delson by the Food and Drug Administration rested on what they considered to be excessive cushioning and head space but Delson was able to convince the court that the "machine filling, handling and shipping of separate pieces of candy in interstate commerce requires that less than the total volume of the box interior in which they are contained be occupied by candy." The FDA also made a point of the foil wrapped package which prevented the customer from counting the number of mints inside. The judge, however, noted that the net weight was printed on the package and that the retail price did not seem to be out of line with the weight or with the quality of the contents. This was the first case brought by the FDA in the packaging field in close to twenty years.

Mars names two executives



Richard W. Solon



John Coady

Mars, Incorporated has named John Coady general sales manager and has announced the appointment of Richard W. Solon as advertising manager. Coady has been with the company since 1948 and Solon moves from the Post Cereals Division of General Foods to his position at Mars.

Leon Sweet dead

Leon Sweet, founder and chairman of the board of Sweet Candy Company, Salt Lake City, Utah died on February 8th. Mr. Sweet's company was first established in Portland, Oregon in 1890 and when he sold the factory there in 1900 he moved on to Salt Lake City where he erected a new factory in 1910. L. Jack Sweet, Mr. Sweet's son, is vice president and secretary-treasurer of this 69 year old firm.

Committee to study mineral oil

The National Confectioners Association has appointed a committee to study the use of mineral oil and petrolatum in the production of certain confections. The Food and Drug Administration has questioned the technical necessity of using these products in candy and the committee will attempt to find out the amount of these materials in candies by testing market samples. Member of the committee are: Andrew H. Heide, Henry Heide, Inc., Joseph E. Greninger, Henry Heide, Inc., W. H. Haug, Mason Candies, Inc., Fred Moser, Luden's, Inc., Ian Cribbs, Melville Confections, Inc., A. D. Skiathas, Melville Confections, Inc., E. A. Terry, Wallace & Company, John Vassos, Stephen F. Whitman & Son, Inc., Raymond W. Ziegler, George Ziegler Company.

Kelly sales director at Bunte

W. H. Kelly, former sales manger of the supermarket division and vice president, has been named senior vice president and director of sales of Bunte Brothers Chase Candy Company, Chicago. Mr. Kelly has been with the company and its predecessor Chase Candy Company for over fourteen years.

Phil Cohen honored in NYC

The Candy Executives Club of New York City will honor Phil Cohen on his 80th birthday with a testimonial to be held in the Grand Ballroom of the Biltmore Hotel on March 15th. Tickets for the occasion are available from the group's treasurer, William Govoni, Loft Candy Company, 38-38 9th Street, Long Island City 1, New York.

Frank Register to marry

Frank Register, assistant president of the National Confectioners Association will be married March 12, to Barbara Schwab. Mr. Register joined the NCA about a year ago after many years of experience at the National Candy Wholesalers Association. Miss Schwab is presently on the staff of NCA.

BRIGHT BOTTOMS mean faster selling candies!

and here are two BURRELL Belts to give you the Brightest Bottoms...



for the highest possible gloss and minimum stretch

This Burrell-built Belt is made with 3 mil DuPont "MYLAR" surface. It gives bottoms a mirror shine that is unequalled by any other Belt. "Miraflex" has great tensile strength, and remarkably high dimensional stability—it has very low stretch even under severe operating conditions. Yet its flexibility is excellent. Impervious to attack by grease or food acids, solvents and moisture, "Miraflex" is easy to keep clean and serves efficiently during a long life.

*DuPont's trademark for their brand of polyester film

This highly popular Burrell-built Belt is in wide use in candy plants throughout the country. Its vinyl surface gives excellent brightness to bottoms, and in addition provides unexcelled transfer properties. The resistance of "Miragloss" to abrasion is remarkable, which adds both to Belt life and ease of cleaning; and "Miragloss" users have little worry about cracking or checking, since this Belt stands head and shoulders above ordinary types in flexibility. Both "Miragloss" and "Miraflex" are odorless and stain resistant, and are easy to splice.



for superior gloss with top flexibility, exceptional transfer

AND FOR PACKING TABLE OR VIBRAPAK—"Miragloss" is the ideal Belting; when you use this unusual Belt at this critical point in the production line, you are sure of retaining the glossy brightness which "Miragloss" or "Miraflex" has given your chocolates, to send your products to market in the finest saleable condition. Single texture "Miragloss" is the choice for VIBRAPAK; double texture "Miragloss" is recommended for the PACKING TABLE.

★ BURRELL has concentrated on the special problems of confectionery, baking and other food product plants for many years. The design and construction of BURRELL Belts reflects this long experience. Materials used are the finest available to meet operating conditions, and to give proper length of service. And BURRELL excels in splicing methods, to make Belt applications simple and efficient. Put your Belting problems in expert hands—let BURRELL "know-how" and rapid service work for you.

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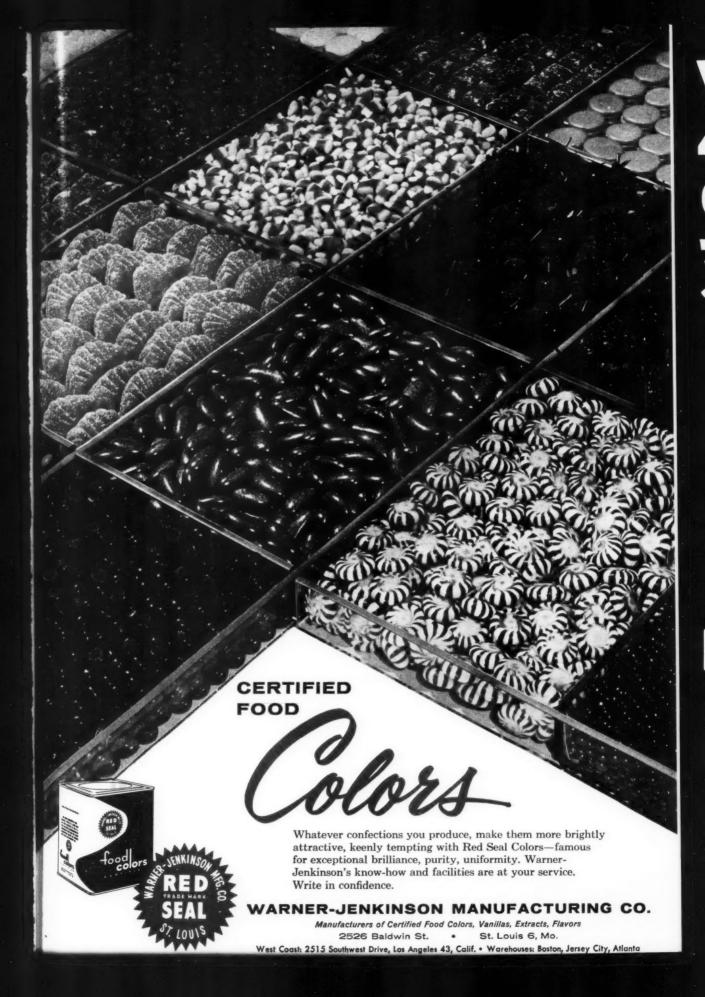
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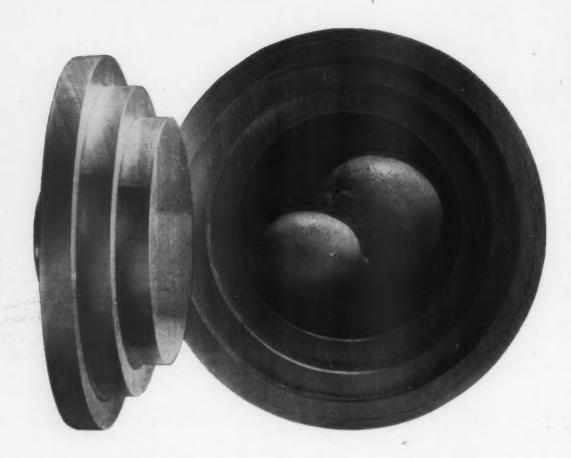
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PRODUCTS SALES DEPARTMENT

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One ounce of Exchange Brand Lemon Oil—made by the Sunkist Growers from their own juicy California lemons—will impart good, strong and lemony flavor to 20,000 lemon drops!

Whatever you're flavoring, a little lemon oil goes a long way...so it costs no more to use the best.

And which is the best? Exchange Brand Lemon Oil outsells any other lemon oil four to one.

As to specifications: "Exchange Brand Lemon Oil, U.S.P., California Cold Pressed" means every drop is pure U.S.P. quality... unadulterated, unsophisticated.

Sunkist Growers pack and seal every container—from the 7-pound tin to the 385-pound drum—in their own plant. Always look for the word "Exchange" on the tamper-proof container seal. You can depend on it.

QUESTIONS, ANYONE?

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Contents



March, 1960 Volume XL—Number 3

Edited and Published in Chicago

The Candy Manufacturing Center of the World



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Research on fats for confectioners' coatings

The importance of research

Louis Irvin Grubb of Shenandoah Candies

A candymaker for almost 60 years, Louis Irvin Grubb is still at work

Founder-Earl R. Allured Editor-Stanley E. Allured English Representative-M. G. Reade Eastern Manager-Allen R. Allured Publisher—P. W. Allured Technical Editor—Wesley Childs Promotion Mgr.—James W. Allured Circulation Director—M. Seelman

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The sweet and the sour

Recent developments have brought the "problem" of 402D more into focus. A letter written to

FDA brought response from Commissioner Larrick that was clear, direct and to the point. The original letter

asked whether mineral oil could be used in confectionery. The answer was that it could not, because section 402D of the FDA act specifically prohibits non-nutritive substances from inclusion in candy.

While there is a question in other fields as to the level of mineral oil which is considered safe for the diet. in this case it is not pertinent. The minute amounts in which it appears in candy have been determined to be entirely safe. The prohibition is not due to its toxicity, but to its nonnutritive character. There is some hope that through an administrative ruling, mineral oil and petrolatum might be allowed up to some tolerance limit. However, this is clearly in contravention of the specific wording of the law, and no such ruling could stand without question. Anytime someone at FDA had a second thought, or some manufacturer abused the tolerance limit, the ruling could be rescinded at a moment's notice and everyone would be back where they are now.

In order for candy manufacturers to stay within the spirit and letter of the law, and to remain competitive with other food manufacturers, 402D must be repealed. The repeal would place the candy manufacturer on the same ground as all other food businesses and give it no more or less freedom of action.

This the candy industry can honorably fight for.

SEA

he public relations committee meeting reported elsewhere in this issue is a very heartening development. Seeing officials of the NCA, ARC and Chocolate Manufacturers Association meeting together to chart a course of common action toward a goal of common interest is as good a sign as we have seen for many a year from these sources. We hope that the enthusiasm and optimism of this meeting carry through to a final



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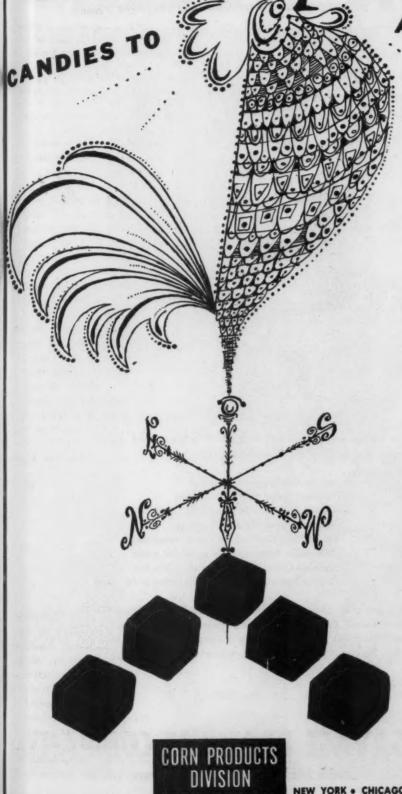
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SCIENTIFIC HARD BUTTER

North... East... South... West...confectioners everywhere who want the finest in coatings rely on S-70-XX, the exclusive Corn Products' hard butter.

S-70-XX answers today's demand for quality confections. Your customers can taste the delicious difference. You can be sure of uniformity and quality with controlled low-melt fractions. S-70-XX is available in desired melting points.

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plan of action, and that that plan receives the full support of the members of all groups.

It was interesting that these three producer groups felt that the two major distributor organizations, National Candy Wholesalers Association and the National Association of Tobacco Distributors, should be brought into the act. It was obviously not primarily because of the financial support expected, as this could not be large under any circumstances, but evidently from the opinion that these groups would be able to give the planning committee the much needed "customer viewpoint" that has often been lacking from past NCA promotion plans.

The preliminary plans to have the chief executive officer of each association make up the steering committee raises the possibility that Mac-Millan and Kolodny might be on the same committee. Interesting!

SEA

e have arranged for a tour of Interpack Fair in Germany, and visits to several European candy and chocolate factories, covering a period of three weeks. The tour will leave New York on April 19th and return May 11, and will include five days at Interpack in Dusseldorf, and visits to Sweden, Switzerland, Belgium, England and France.

Interpack, alone, is reason enough for a candy manufacturing executive to travel to Europe. Its 500,000 square feet of displays of candy, chocolate and wrapping machinery will provide by far the largest display of this type of equipment anywhere in the world. It seems to me to be practically impossible for a tour of this Fair to be worth less than the time and expense required to see it.

Those interested in taking part in this tour are urged to contact us promptly because of the many arrangements that must be made well in advance.

SEA

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MODEL S-48

Thermostatic Gas Control-Variable Speed

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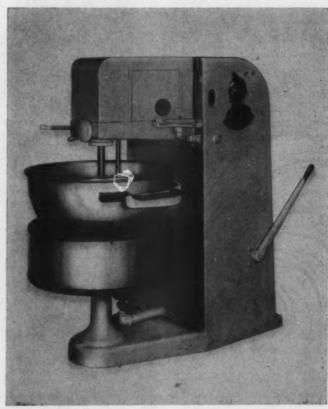
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The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

Automatic Temperature Control
Variable Speed from 30 to 60 RPM
Break-back within floor space 32" x 48"
Aluminum Base and Body Castings
Atmospheric Gas Furnace with Stainless shell
Removable Agitator, single or double action
Stainless Cream Can and Stainless Drip Pan
Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

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Glade's candies in Du Pont's new 600 "K" cellophane are going great. Glade's, Salt Lake City, uses 600 "K" for over 30 candies . . . ships to 16 western states. Extra-tough single-wall bags of sparkling clear 600 "K" keep Glade's candy appealing and fresh

through heat, cold, humidity and rough handling. Find out how you can win sales, package more profitably with Du Pont cellophane. Talk to your Du Pont Representative or Authorized Converter. Du Pont Co., Film Dept., Wilmington 98, Del.







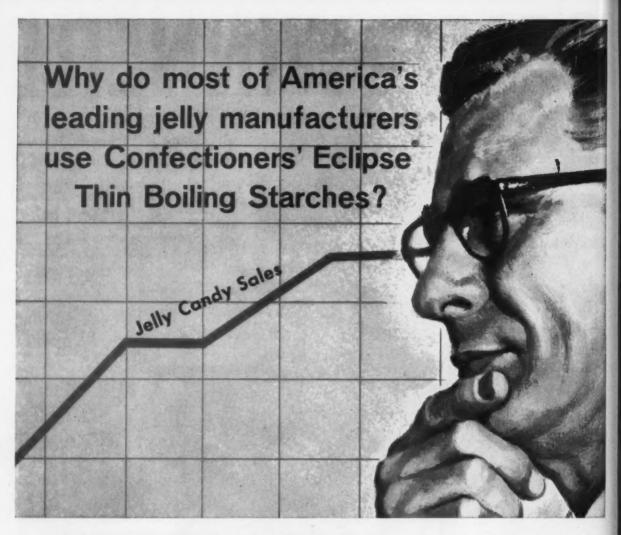
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It's Simple! Candy men tell us Eclipse® performs better!

Unsurpassed uniform quality, just-right tenderness, exceptional clarity, remarkably smooth texture—these are the characteristics consumers want most in gums and jellies.

That's why leading jelly manufacturers use Staley's Eclipse Thin Boiling Starches. They know there's no surer, more economical way to incorporate these customer-winning qualities in their candies.

They know, too, they can always depend on Eclipse to give the same fine results every time. Thanks to its high degree of uniformity—they can consistently produce jelly candies that are never tough—never cloudy—never rubbery—but always with the appearance and eating qualities

that keep customers reaching for their brand again and again.

For the complete story on how Eclipse Thin Boiling Starches can improve your starch jellies and for information about Staley's complete line of confectioners' starches, see your Staley Representative or write to:



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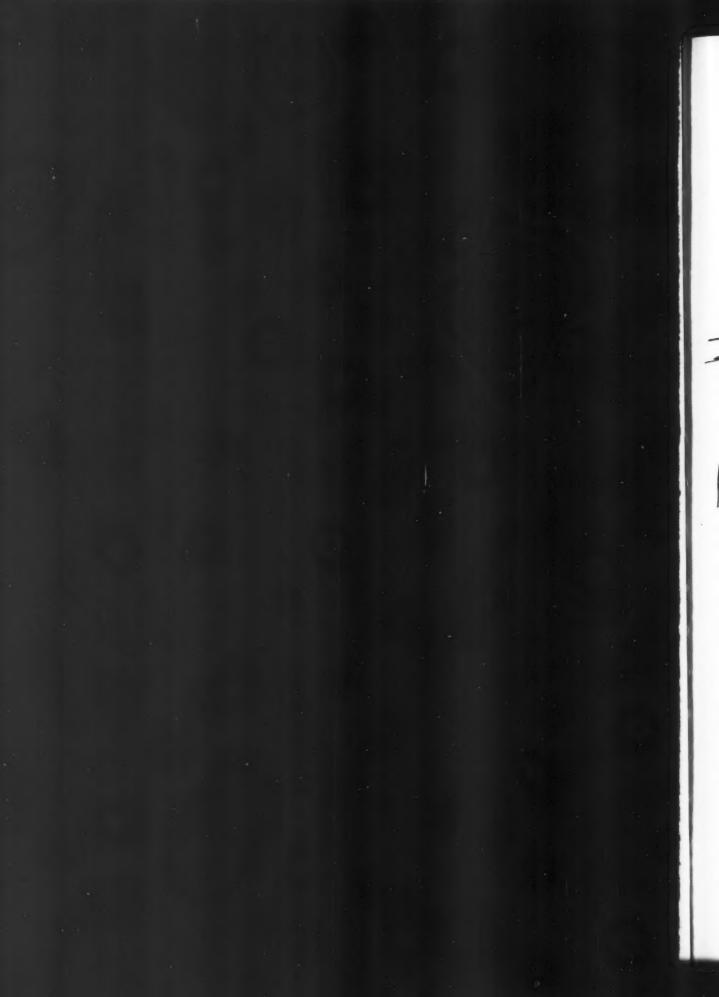
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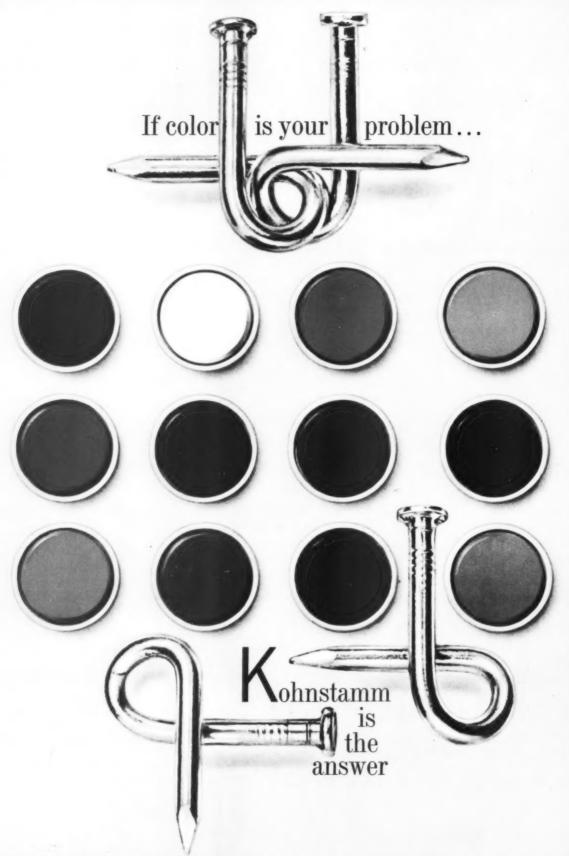
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the Manufacturing Confectioner

March, 1960

Volume XL-Number 3

Confectionery industry public relations program

At a meeting in Chicago, February 24, a general agreement was reached by the three major segments of the confectionery industry on the general outline on an industry public relations program. It can hardly be said that the program is launched, but the agreement reached gives a fair promise of resulting in a going program.

The meeting was made up of representatives of the National Confectioners Association, and the Associated Retail Confectioners and the Chocolate Manufacturers Association. Three members of each of these groups met as equals as a planning group for a cooperative public relations program.

Representing the ARC were: Thomas Sullivan, Executive Secretary, Associated Retail Confection-



Representatives of three confectionery producing groups present at the all-industry public relations planning conference are: (seated, left to right), Thomas Sullivan, ARC, Jehn L. Mavrakos, ARC, Leonard Wurzel, ARC, James A. Dickons, NCA, and Douglas Steinberg, NCA. Standing are Henry Blommer, CMA, Victor Gies, chairman of NCA's public relations committee, Thomas Corrigan, CMA, and W. C. Dickmeyer, NCA.

ers of the U. S., Leonard Wurzel, Loft Candy Company and John L. Mavrakos, Mavrakos Candy Company.

Representing the CMA were: Thomas F. Corrigan, The Nestle Company, Henry Blommer, The Blommer Chocolate Company, and Bradshaw Mintener, Executive Director, Chocolate Manufacturers Association of the U.S.A.

Representing the NCA were: James A. Dickens, Williamson Candy Company, W. C. Dickmeyer, Wayne Candies, Inc. and Douglas Steinberg, President, National Confectioners Association.

The primary purpose of this planning group was to determine the makeup of the organization to handle the public relations program. It was generally agreed, that this should not be associated with any present association in the industry. It will be an autonomous board made up of representatives from associations in the industry but not responsible to any of them. All participating organizations will have an equal voice on this board to avoid the type of competitive and political problems that has blocked previous attempts of this kind.

The three organizations represented on the planning group will form a nucleous of the public relations board. In addition, both the National Candy Wholesalers Association and the National Association of Tobacco Distributors have been invited to participate on an equal basis with these three.

Three representatives from each association will be nominated to the board; it will consist of at least nine members and can go to fifteen if both the distributor associations choose to participate. The planning group furthermore recommended that a steering committee be named to carry out the policies as set by the public relations board. This steering committee is to be made up of the chief paid executive officer of each participating organization, who may not be eligible for membership on the board.

Budget

The planning group determined that the minimum feasible annual budget for this public relations program would be \$250,000. per year, though it is expected to set a goal considerably higher than this. The group further suggested, that a three year commitment would be necessary in order to provide enough continuity to get an effective program going.

While there was some feeling that quotas should be set by industry groups, this was finally ruled out on both a practical basis and as a probable psychological hurdle. This type of approach seemed to favor an undesirable competitive situation.

Fund raising

Rather than recommend any specific type of fund raising, the planning group felt that each segment of the industry should arrange for their own formula. There are so many differences in sales patterns that there did not seem to be a single formula that would be equitable to all groups.

A method proposed at a previous NCA meeting of contributions based on use of raw materials, has been dropped. This method was to be based on use of such basic materials as sugar and corn syrup and was to be added to the cost by the suppliers who would turn over the proceeds to the public relations group. It seems that no equitable arrangement could be arrived at by this method.

Name of organization

A name for this public relations board was discussed but this also has been left to the members of the board to determine for themselves. The ARC, which now operates a public relations program under the name of "Candy Institute", has offered this title if the board desires it.

This planning group hopes that the first meeting of the public relations board shall meet by the first week in April. Action needed in order to get this board operating will be decisions by at least these three associations to name their representatives to this board. The board itself is expected to pick its name, elect its chairman, and to be entirely free in setting up whatever rules of organization it deems necessary. At this meeting it was hoped that an actual program could be under way by July 1st.

In all probability the public relations board will operate through a regular public relations agency, though this decision, as well as the choice of the agency, has been left up to the board.

Callous teeth?

Dr. H. H. Neumann, who is on the research staff of Columbia University, explained to a meeting of the Association of Manufacturers of Confectionery and Chocolate, Inc., that occasional higher compression stress, as it would be found in most native diets, leads to a "callous" ground substance which protects better the imbedded crystals in tooth enamel against the continuous onslaught of bacteria and their products. This unified theory may explain the global distribution of our dental ills as well as its history.

Dr. Neumann said in part, "The splendid dentitions of primitives anywhere disintegrate if they adopt our eating habits, which indicates that heredity, the local soil and climate are only minor factors in dental caries. Since many of these native tribes with perfect teeth live on diets nutritionally grossly deficient and high in carbohydrates, it would seem that in this respect the role of a chemically balanced diet is trifling.

"Thus, we will be tempted to ascribe the phenomenon to the absence of refined sugars. What do we mean thereby? We cannot explain the fact with modern industrial processes, since tooth decay was rampant at the medieval courts of Western Europe, and even amongst the Pharaohs. If we consequently suspect concentrated sugars, regardless of refining, as in dried fruit, honey, syrups, the picture is even more confusing, since many native tribes are able to ingest these highly fermentable simple sugars in large quantities without ill effects on the teeth. The sugar intake of the Bushman hardly increases when he adopts our diet, yet his teeth disintegrate.

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"Whatever the role of the sugars, they seem entirely subordinated to resistance of the teeth, which depends on another variable: the absence or occasional presence of higher loads transmitted through the teeth. How can this affect their resistance?

"Each single crystal in our teeth enamel is imbedded in a horny or 'keratinous' ground substance, the same as in the skin surface, which is one of the most resistant structures known in nature. It is sensitive to pressure, and hardens under it. Observing oarsmen, you would not ponder what nutrients may have produced the protective hardening of their palms."

Dr. Neumann is optimistic about producing resistant teeth, since occasional higher pressures seem to suffice to achieve this end, and he offered some practical advise. He noted, however, that conditioning has to start early, preferably at the time the teeth first crupt. Regarding prevention he said that it will be the pediatricians' chore to advise and suggest long before the reconstructive services of the dentist are needed.

Food additives and candy

ince this field is so alive with changes I can only hope that as this is presented to you it is not already out-of-date!

Let us start the discussion by pointing out the official definition of the topic. "Food additives include all substances not exempted by section 201 (s) of the act (Food and Drug), the intended use of which results or may reasonably be expected to result, directly or indirectly, either in their becoming a component of food or otherwise affecting the characteristics of food."

Substances that have been generally recognized as safe are approved for use. Others may require more proof before they are accepted as being free of any harmful components or after effects. Some may be limited by tolerances. Where a product has not been approved for use, the supplier or user must present proof, which without a doubt, will convince the Food and Drug Administration that it is safe. This procedure differs from the past in that the burden of proof no longer rests with the regulatory agency. The proof now presented must establish specific biological properties, accepted methods and "anticipated levels and patterns of consumption."

Just in case you have observed the frenzy with which some people have rushed to place food additives into the list of materials generally accepted as safe, there is good reason for this madness. Unofficially, we have learned that it costs approximately \$200,000 for the various tests needed to

By SAM GOLDSTEIN Industrial Sanitation Consultants

thoroughly establish the safety of a new material. In addition, suppliers have until February 1, 1960 to file petitions for extensions for the use of substances not on the approved lists.

Commissioner George P. Larrick lit a fuse under the seats of the candy conventioners in Chicago last June. The bomb exploded on November 20, 1959 when the Food and Drug Administration listed 182 chemicals which they had found were generally recognized as safe.

Conspicuous by their absence were carbon black, charcoal, titanium dioxide, ultramarine blue, oleic acid and linoleic acid. "The fact that these six are not included in today's (11/20/59) list does not mean their use in food is prohibited," FDA explained, "but that proposed usage must be reviewed for safety under provisions of the Food Additives question the safe usage of such common household Amendment". "We (the FDA) accept without question the safe usage of such common household food ingredients as salt, pepper, sugar, vinegar and baking powder."

From these statements, a newspaper developed the scare headlines that upset the syndicates and other large buyers. This was immediately reflected by cancellations of candy containing carbon black. Whether we blame the anxiety of sharp newspapering or the zealousness of dedicated public officials, we must keep foremost in our minds the fact that the searching out of undesireable chemicals and the prohibition of their inclusion in our foods is for everybody's benefit. Let us not look to push the search on the other fellow. Let us lead the way and show the public that the candy industry is anxious to make this investigation successful so that tricky diseases from elusive sources may be removed from the face of the earth. However, if we fear the speed of the procedures employed, let us not blame the FDA, but let us look to our Congress, our representatives in our government, not somebody else's, for relief. Almost anybody who has worked on this problem will agree that we are trying to do in one year what should take five or ten.

A fire set by some manufacturers in New York set the rescue workers of the industry into action. Food Additives became an important topic at the Executive Board meeting of the National Confectioners Association on December 4, 1959. On December 11th, thirty three representatives of the candy industry met with FDA officials in Washington. Carbon, charcoal, mineral oil, titanium diozide, antioxidants, packaging material, and flavoring materials were discussed.

The results of the meeting have become well known by now. The first time extension for an additive was granted to carbon and charcoal for one year for further study and the development of specifications for suitable food grades. In the meantime, the use of the coloring material was limited to four-tenths of one percent. "The charcoal must comply with specifications given in the National Formulary, Tenth Edition" and carbon black must be produced by the 'impingement' or 'channel process'."

Mineral oil may be accorded similar treatment. The representatives present agreed that mineral oil is not necessary for hard candy or caramel slabs because suitable and safe substitutes are available. As yet mineral oil cannot be replaced in molding starch. Even more critical is the need of a substitute for mineral oil and petrolatum for coating gum candies. The Southern Regional Laboratory of the Department of Agriculture is still far from an acceptable solution. Some candy researchers have been experimenting for over twenty years without success.

At this meeting, the Food and Drug was reminded that the danger of the effect of mineral oil on the human body was not as great as had been publicized. Dr. O. L. Kline of their department spoke on November 16, 1959 at which time he pointed out that relatively low levels of intake of mineral oil does not effect the absorption of vitamins A and D to any measurable extent. Mineral oil at relatively low intakes may not be absorbed through the intestinal wall. Further investigations were recommended.

The argument that mineral oil was objectionable because it was non-nutritive was raised. It was pointed out that this involved 0.2 of one percent and if they agreed we would all add one piece of gum so we will give the public all the nutrition they paid for and more. We then offered to supply them with the amounts used on the candy in-

volved as well as the amount of candy involved, the percent of candy involved, the laboratory confirmation of the percent of mineral oil on these candies on the open market, and the progress we were making to find a suitable and safe replacement. The American Petroleum Institute, in the meantime, has presented the petition for a year extension to enable them to demonstrate that mineral oil and petrolatum are safe for use in foods.

Now, what can you as manufacturers do to protect yourselves? Assistant General Counsel Goodrich of the FDA reported on November 16, 1959 that "no person shall be subject to criminal penalties for shipping adulterated or misbranded food interstate if, in good faith, he holds a written guaranty from another person to the effect that the food guaranteed is neither adulterated or misbranded." Of course if the operator changes the character of the merchandise or adds to it this guaranty may not necessarily apply. Packaging material which contains a migratory substance or wax is also involved. Thus newsboard or chipboard faces a rough time. Chocolate glassine without wax may be a solution, but the brown color used may be required to be a F.D.&C. color. Polyethylene may not be permitted in contact with fatty foods for fear of migration. His opinions bring into focus substances used to prepare an ingredient of food but which is not part of that food.

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Assistant Commissioner Rankin also pointed out on November 16, 1959 that the residues from animal medications, pesticides, and radioactive treatments are subject to criticism.

Those of you who have been requesting letters of guaranty from your flavor suppliers can get little satisfaction. They know as little about the status of imitation flavors as you do. On January 19, 1960, a list of natural flavors was released. The announcement caused Mr. Schweppes to reach for his hat. Quinine, cinchona bark, orris root, orris, wintergreen oil, and methyl salicylate failed to make the approved list at this time. Restrictions may be placed on the first four materials. The latter two, which affect candy manufacturers, have failed to be recognized as safe and will not be until the pharmacological studies of methyl salicylate are completed by January 1, 1961. If this release gets the same publicity as carbon black did, some manufacturers may be unhappy with cancellations even though they may be unwarranted.

Those of you who desire more information may obtain some help from the Food and Drug Administration booklet entitled "What Consumers Should Know About Food Additives." It is available from the Superintendent of Documents, U. S. Printing Office, Washington 25, D. C. Watch your newspapers. New announcements appear very often concerning you and your business. Keep informed and you will be happy for it.

This paper was presented before the February meeting of the Association of Manufacturers of Confectionery and Chocolate, Inc., in New York City.

Research on fats for confectioners' coatings

By NORMAN W. KEMPF Walter Baker Chocolate

n order to explain to you the nature of the problems which must be solved in developing an ideal confectioners' coating I would like to talk first about the chemistry of fats, since the heart of a confectioners' coating is the fat from which it is made.

Fats and oils are chemical compounds produced naturally in both the animal and vegetable kingdoms. The base which is common to all fats is glycerine, which is a tri-hydric alcohol with this composition.

Fatty acids are defined as organic acids in which the carbon atoms are arranged in a chain, linked together. The simplest fatty acid is formic acid, with one carbon atom. The acid with the longest chain of carbon atoms is stearic acid with 18.

The melting point of the acid is affected by the number of carbon atoms present in the chain and also by the degree of "saturation" of these carbon atoms with hydrogen.

For example, a fat containing only stearic acid with 18 carbon atoms has a mp of 140°F, whereas, one made with Oleic acid, with the same number of carbon atoms, is liquid at room temperature as it lacks two hydrogen atoms present in stearic. Oleic can be converted to stearic by adding these two hydrogen atoms to the molecule. Palmitic Acid has 16 carbon atoms, Myristic 14 and Lauric 12, with melting points decreasing correspondingly.

The fats now being used in confectionery coatings achieve the desired mp by using a substantial percentage of lauric acid with 12 carbon atoms as the fatty acid combined with the glycerine.

Unfortunately, the presence of lauric acid has certain disadvantages which have been recognized by the Industry. A few years ago, the N.C.A. appointed a Research and Development Committee to study this problem. In cooperation the Q.M.C. and the A.A.C.T., research was sponsored at the Southern Regional Laboratories of the Department of Agriculture, which would lead to the discovery of a coating fat with more desirable properties.

The first step in this research effort comprised a study of cocoa butter itself to find out what it was and thus provide a base for developing a suitable fat which would not only replace it but eliminate its shortcomings.

A study of the older literature on fats indicates that the major component of cocoa butter is a fat described as 2-Palmito oleo stearin. Chemically it would be represented in this way:

More recent work threw serious doubt on this conclusion and the laboratories were asked to determine the exact composition of cocoa butter. The result of their work shows that the major fat in cocoa butter is 2-oleopalmitostearin or



Sales Offices in Principal Foreign Countries

The next in order of importance is:

22% of Cocoa Butter 0)

S)

The remaining fats are:

POP 7% (2-Oleodipalmitin)

POO - 5% (1-Palmitodiolein) SOO 4% (1-Stearo-Diolein)

000 - 3% (Triolein)

LLL - 2% (Trilinolein)

With this knowledge, attempts were made to synthesize cocoa butter by interesterification of Olein, palmitin and stearin. In this manner the two major fats making up 79% of cocoa butter were synthesized and combined in the same proportions in which they are present in cocoa butter. The minor components were left out. On a laboratory scale, these attempts resulted in a fat whose properties compared favorably with those of cocoa butter.

It was then agreed that an attempt should be made to produce this fat in pilot plant quantities, so that a practical evaluation could be made.

The first attempt at pilot plant preparation fell short of the laboratory sample. The major problem lies in fractionation of the fats produced by the interesterfication reaction. To synthesize these fats



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Oleic acid, Stearic Acid and Palmitic Acid are permitted to react with glycerine in the presence of a suitable catalyst. This reaction produces a number of different products from which the fat desired must be removed after which the remaining fats can again be put through the same treatment.

This removal or fractionation of the fat constitutes the major problem in the preparation of a synthetic cocoa butter, and we must wait until better fractionation procedures can be developed. The laboratories are now working on the problem.

In making a confectioners' coating we have two choices: (1) We can select a fat with a mp below body heat, so that the coating will melt completely in the mouth. (2) We can use a fat with higher mp and employ emulsifying agents to assist the mouth in handling the uncompletely melted fat.

While the first choice gives a product with easier eating quality, it has the disadvantage that gloss retention is no better than that of regular chocolate.

Another problem associated with the use of confectioners' coatings has been moisture transmission from centers. The work done at New Orleans has pinpointed the cause of this moisture loss, which appears to be connected with the liquid oil present in the coating. For example, moisture transmission through chocolate coatings is carried out through the medium of the Triolein and Trilinolein present to a total of 5% in the cocoa butter. The amount of loss in any coating is directly proportional to the amount of liquid oil present in the fat. In designing an ideal fat for coatings, efforts will be made to reduce the liquid oil content to an absolute minimum, in order to give maximum protection to the centers employed.

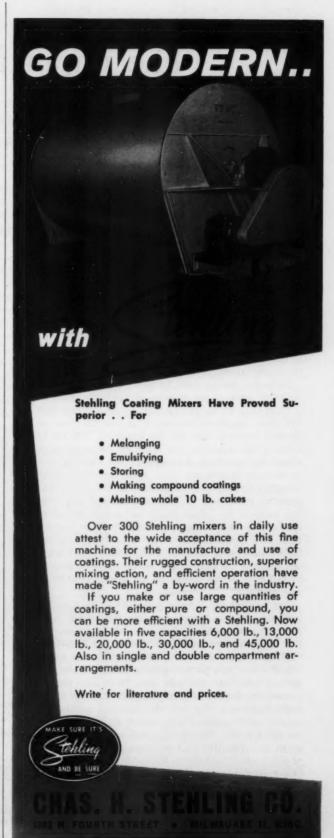
Let's consider the significance of these developments. The raw materials needed to produce an ideal fat are all available from U. S. grown sources, and its production would make us independent of the need for importing tropical fats.

The fatty acids employed all have low flavor levels as distinguished from Lauric Acid, which has a strong taste and can be recognized even if present in the free form in relatively small amounts. For this reason coatings made from the developed fat will not be subject to radical flavor changes if fat hydrolysis takes place.

This research has laid the foundation for the development by the edible oil refiners of greatly improved fats for confectionery coatings. The contributions which they are asked to make are development of commercially practical methods of fractionating the fats produced by the interesterification of the olein, palmitin and stearin.

When these methods are developed the fats most suitable, can be produced from the basic raw materials available here, with properties tailored to the particular end use desired.

This paper was presented at a meeting of the Philadelphia Section of the American Association of Candy Technologists on October 16, 1958.



The importance of research

By Justin Alikonis
Paul F. Beich Company

The last 15 years there has been an increased interest in candy research, and many noteworthy accomplishments have materialized. Much progress has been made in converting the 70 odd agricultural products into highly palatable and valued products for better living and products useful as food energy requirements for civilian and military purposes.

Somewhere the candy industry has fallen down in not knowing the importance of research to their industry. Many speakers and food technologists have been highly critical of the very small percentage of sales that is actually plowed back into research. Traditionally the food industry has spent less than 2 percent of their annual sales in research, and this figure for the candy industry will no doubt be less than 1 percent.

Instead of finding fault, let us try to find a remedy. Although some of the criticism is justifiable, there is a great deal of research in the candy industry that has gone unnoticed because it is not the type of glamour research that hits the headlines. The candy industry has depended very much on the suppliers of their raw ingredients for much of the research, and government laboratories have spent very little time directly on candy projects because of the fallacy that many of the sweets are not useful foods. It is true that some of the refined sugars and syrups offer little in the way of vitamins and minerals. This has not been their purpose. They have been offered as the most concentrated forms of carbohydrates, and when one analyzes the food supply, we find that 70 percent of the diets of the people of the world comes from carbohydrates.

Just because our industry uses a lot of these carbohydrates, we have overlooked the fact of the very fine nutrients with all their minerals and vitamins that are in the raw ingredients that we use in millions of pounds, found in whole milk and skim milk solids, egg albumen, soya protein, gelatin, cocoa and tree and ground nuts, fats and oils, etc. There has been a tremendous amount of basic research, and the candy technologist who digs into the literature certainly is amazed at the amount of research that is untapped for this industry. Therefore, added emphasis must be given to research to alter the stature and possibilities of which the candy industry is capable.

We must know the importance of research (1) as a

great energy force, (2) as achieving economic potential, and (3) as a means of developing new and better ways of doing our present job.

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Must advance candy technology

 Candy technologists must form a broad attack on all phases of our industry's operation. Better machines, better processes, better ingredients, quality and functional-wise.

2. We should attack industry problems through some long term basic research. This is one phase of the candy industry type of research problems that is very expensive but should not be overlooked.

3. A well-planned applied research and development program. New candy technology, not only to maintain but more important, to improve the competitive position of candy in the food field. The candy industry can no longer sit back and suffer from increases in sales shown by the baking industry which produces many items that are 50, 75, or even 90 percent confections.

It might be profitable for many confectionery plants to purchase these cookie bases or purchase small automatic bakery machines to produce them and, thus, produce a very good snack item. It seems like bakeries are adding candy departments. Why not candy manufacturers adding a bakery line?

Ice cream and the soft drink industries have increased their sales many times at the expense of the candy industry. Here candy is certainly a companion to the soft drink industry and should be sold as tie-in sales. Various forms of confections in ice cream are becoming more and more popular. As a snack item there is no item that has more universal appeal than the confectionery line.

A challenging field

What are some of the challenges for candy technologists to meet? I would like to offer a few suggestions.

Not all research succeeds. Twenty years ago you could count the industry laboratories on the fingers of one hand and the candy technologists in the fingers of the other hand. If we examine a cross section of companies who have shown growth in the past 20 years, you will find that in every case they have had an effective research program. Why has not the candy industry had an effective research program? This is the Number One challenge for candy technologists. Who can better explain research and what it has done for other companies and management than the candy technologists themselves? Management can obtain the

This paper was presented before a meeting of the Southeastern Section of the American Association of Candy Technologists on February 26, 1960 in Atlanta, Georgia.

true worth of their candy technologists and laboratory only when they are directly responsible to management.

If you will look at the organization charts of other industries you will find that the laboratory head, director of research and development, is directly responsible to management, and this is as it should be. Technologists and laboratories are part of the management team and they can only function effectively, correctly, and efficiently if this is always the uppermost in management thinking. New ideas are not accepted by the rank and file of the employees, and in most cases, it is not even accepted by some foremen and supervisors. New ideas have to be encouraged and nursed along by management. Failures will occur, therefore, it is important to try to make as many of your mistakes in the laboratory, because you will certainly be criticized and not be understood if the mistakes are made out on the production line.

A definition of an expert, which I have always liked, is a fellow who not only profits from his own mistakes but also those of others. As a fellow townsman, Elbert Hubbard, said, "Show me a man who does not make mistakes, and I will show you a fellow who does nothing, says nothing, and is nothing."

Research is expensive. Many candy companies cannot afford expensive laboratories or personnel. Therefore, much research can be done on a cooperative basis. Unfortunately, this has not been popular, even through our association. Our association's members can certainly cooperate to put on the best dinner dance, and the finest industry sponsored cocktail parties,

which cost thousands of dollars, but to tap thousands of dollars for cooperative research which no doubt will contribute to the well-being of our industry seems to be an impossible task. How long Nero can fiddle while Rome burns is a guess and a calculated risk. Cooperative research is the answer and the only answer to the well-being of our great industry, and the selling will have to be done by you, the candy technologist, to your management.

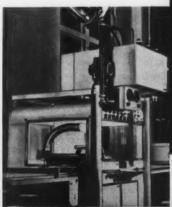
For the creative candy man

Candy has been and always will be an art in many phases of its operation. Companies grow from ideas. There is no industry where one can start out as easily as in the candy industry. You can buy a second-hand gas stove for two dollars and second-hand pots and pans, and you can buy sugar, syrup and other ingredients at a very competitive price at the local supermarket, but what makes candy manufacturers grow is to grow ideas. Ideas are more important than facts—imagination more important than logic. Creative candy technologists and candymakers are important. Unfortunately, in any industry the creative man is in the minority. If you will look into any industry the creative man is less than one percent of society. Yet this creativeness can be encouraged by management.

Charles Kettering, who gave the automotive industry the self starter once commented that the more education a man has, the less likely he is to be a successful inventor. He felt this was due to the emphasis which placed on the disgrace of failure in school work. That threat so conditions our actions in

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later life that wherever possible we avoid any really challenging situations. Disgrace, he felt, should follow only when we do not profit by our mistakes. This was also the philosophy of Thomas Edison. After failing 700 successive experiments, he is reported to have commented, "Now we know 700 things that won't work." The one time we must not fail is the last time we try. My favorite saying, credited to Mr. Edison, is "There is a way to do it better—find it." I say to you as candy technologists, "There are many better ways to make candy and chocolate—find them."

Laboratories are more than beakers and test tubes, kettles and slabs; laboratories are books and journals, or meetings and conventions. Section meetings, such as those of the American Association of Candy Technologists, where there is a friendly discussion of mutual problems and ideas, will cause our industry to become one of the important segments of the food industry. Growth or stagnation is up to you as candy technologists. Our present inventory of this vital ingredient to bring out growth, known as research, is low. If we are to avoid stagnation in our industry, let us foster research in our own plants, in universities, in our associations, and if we can't do it alone, let us cooperate to the fullest extent.

Know the importance of laboratory analysis

As important as research may be, this is only a small part of the actual work of a candy technologist. The importance of laboratory analysis lies in the interpretation and application of data obtained. One of the main faults I have found in trouble-shooting is

that a candy technologist many times does not take down or record data when his product or process is working satisfactorily. This is the time to take laboratory data as the proper interpretation and application of this analytical data will pay many dividends in the future. etc.

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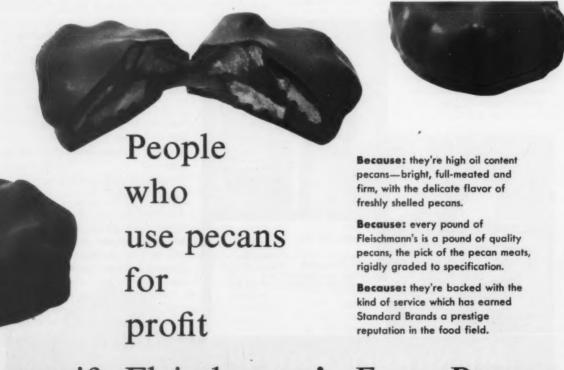
Laboratory data can be used to:

(1) Determine normal operating conditions throughout the plant. When a candy plant is operating correctly it is very important that raw materials be checked and standards noted which give these fine results. Temperature, time, humidities, and quantities should be recorded as all this data will be very important when trouble arises. So often it is not one single factor that is the cause of trouble but contributing off standards on a dozen minor points which add up to one major difficulty. It is next to impossible to find a solution to a candy problem unless one knows the true condition when the process is operating correctly.

(2) Establish proper control at points requiring adjustments. A 10 year old boy can read temperature that is being recorded by a thermometer used in operating a chocolate coater but whether the temperature he reads is correct or not or if adjustments are

to be made, is not within his capacity.

(3) Ferret out conditions which may result in trouble if not corrected. In a starch moulding department if laboratory data is showing that moisture in starch is being built up day by day, it is an indication that the starch drier is probably not in good working order, humidity of the starch room is out of balance, or the operator has been lax in following his instructions,



specify Fleischmann's Fancy Pecans

Standard Brands Incorporated—Branches in All Principal Cities

etc. The backlog of laboratory analysis on operations last month or a year ago showing that this condition did not exist is an indication that something must be corrected or trouble will develop. The best time to solve a problem is catch it before it becomes a problem.

(4) Check and evaluate efficiencies of separate units in the plant and the plant as a whole. Demands of refrigeration, heating units and humidity control depend on the demands of separate units of candy making and the volume at which they are producing. Many times it is possible to juggle production so as to get maximum use of equipment on hand without overloading the plant. Laboratory data can work as a supplement to time study data to evaluate individual processes

as to their top efficiency.

(5) Compile records for protection of the company in case of questioning by government agencies. The Food and Drug Administration, Fair Trade Commission, State Sanitary Board, etc. are government agencies which are for protection of industry. Many times these agencies seek information from members of the industry in regard to certain practices. In a case where standards are published, laboratory data must be on file to show that such standards are being fulfilled. Consequently, raw materials must be checked to see that they meet all standards of identity. A chocolate manufacturer uses whole powdered milk in the preparation of milk chocolate; it is necessary for him to know butter fat and non-fat milk solids content in order to produce a milk chocolate that will meet Federal Standards of Identity. In the case of producing candy for the Quartermaster Corps, it is important that analysis be made to find out whether the product manufactured is meeting strict Quartermaster specifications. Thousands of dollars are involved when carloads of ration candy are refused by the Inspection Division of Quartermaster Purchasing Agencies.

Laboratory data is only as good as a sample it represents and the care used in performing laboratory work. You do not measure efficiency of a laboratory by square feet of surface devoted to laboratory space or by number of laboratory workers, but rather by cubic inches of cranial capacity or common horse sense that is possessed by laboratory workers. It is far easier and less expensive to make your mistakes in laboratory intead of plant operation. Therefore, study laboratory data that you have, run tests that are necessary and apply knowledge that the labora-

tory contains.

The most expensive item in a laboratory is the accumulation of useless data—all of it may be accurate, but it serves no useful purpose. Laboratory data can be completely fruitless unless we use the scientific approach which has been so productive because laboratory workers have learned to turn away from ideas which do not lead in the right direction. You have to avoid blind alleys. The people who are most useful in the laboratory are those who come up with positive answers and have the expectation of discovery.

For people trained in the scientific field there is one method that we must rely on, and that is the scientific method. The principles are simple and are as follows, as aptly put by Mr. Rassweller, Head of Research for Johns-Manville Corporation:

(1) A belief that every occurrence, no matter how



- improved sanitation
- lower maintenance costs from *TOTELINE*

Here's three profit-making Toteline products for candymakers.

- Dust-proof stock boxes help make cleaner candy.
- Toteline molded fiber glass trays which keep candy in perfect condition during storage or transport.
- Drying trays to permit stacking yet give access to air for faster drying (pictured below).

All three help eliminate sanitation problems. Their smooth surfaces and rounded corners promote cleanliness. Just clean in hot water or steam.

Maintenance costs drop. Made of molded fiber glass, Toteline products are strong as steel on a weight basis. They can't dent, bend, warp or rot.



There's no flaking or peeling. They last indefinitely and there are no nails or splinters to contaminate your products.

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World's largest manufacturer of reinforced plastic trays and tote boxes

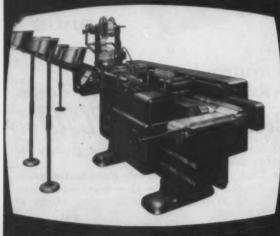
by TOTELINE

HUDSON SHARP'S new and improved

Campbell

Wraps and Seals up to 650 Piece Candies - per minute!

- Wraps and seals without twisting ends
- Saves up to 35% in wrap materials
- Wraps single or multiple pieces per unit



- Wraps with glassines, wax papers, cellophane, foils and other materials
- · Heat or and glue sealing
- machine infeeding
- Wraps candles of any shape
- breakage
- Saves labor with 1 person

The hit of the industry, this automatic wrapper packages candy balls, jaw breakers, kisses and similar piece candies with machine gun speed. Candies retain their freshness longer, too, for wrap material is completely seam and end sealed. Users report fastest packaging in the field - lowest material cost operations. Write for details and latest copy of the new





FOOD MACHINERY AND CHEMICAL CORPORATION

FMC Packaging Machinery Division

Hudson-Sharp Machine Company

1201 MAIN STREET . GREEN BAY, WISCONSIN

mysterious, has a natural and understandable cause, and that with sufficient observation and work, we can understand that cause and, thereby, control the occurrence for our own benefit.

(2) A fundamental respect for facts and an unwillingness to accept a stated thing as being a fact unless it can be supported by sound and convincing

(3) A determination to marshal and study all the facts relating to a given problem, disregarding those which are not relevant, examining the reasonability of those that remain, and determining whether there are enough facts to justify a conclusion.

(4) A respect for the evidence and viewpoint of others and a determination not to allow one's conclusions to be swayed by prejudice or what he himself

wishes were true.

(5) A willingness to change one's opinion in the face of new evidence and new facts in the belief that, while truth itself is unchanging, our knowledge of it and our interpretation of it change as we gain new knowledge.

(6) A determination not to proceed blindly but to plan and follow the course indicated by the best

available information.

The FDA Food Additives Amendment will become law March 5, 1960. The candy technologist will be confronted with the many new implications of this new law. It has been the practice of many to be able to go 40, 50, 60 and even 70 miles an hour in a 30 mile zone without being cautioned or given a ticket. Today the burden of proof of the ingredients that we use and the way they are used falls upon you, the manufacturer, and in order to interpret the technical aspects the candy technologist must spend time to study the law, read technical journals, talk to their legal counsel, consulting toxicoligists and pharmacologists, in order to guide management to comply with all the variations and the application of the Food Additives Amendment.

No one here can afford to be another "Cranberry Case", and unless safe measures are taken a crisis can develop and this crisis not only will harm your own individual companies but also can harm the industry as well. A little knowledge can be a dangerous thing. The answer to this problem will always be one of continuous study and inquiry so that you, as candy technologists, can be of the greatest use to the management of your company.



ALUMINUM CANDY MOULD PATTERNS for use with mogul starch equipment

We are now using the new hard burnished finish which eliminates the break-in period. They pay for themselves in a few weeks.

CINCINNATI ALUMINUM MOULD CO.

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Candy

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANU-FACTURING CONFECTIONER.

Assorted Chocolates up to \$1.15

Code 3E60 7½ ozs.-29€

Assorted Miniature Chocolates

(Purchased in a chain variety store, Oak Park, Ill.)

Appearance of Package: Good for this priced candy.

Container: White folding box printed in red and brown. Window top and side.

Coating: Dark: Very cheap taste.

Gloss: None; badly scratched. Strings: Fair

Taste: Fair

Number of Pieces: 33: 1 foiled

Centers:

Peppermint Cream: Good Vanilla Caramel: Fair

Pink Cream: Could not identify flavor Vanilla Chew: Fair

Cream: Could not identify flavor

Coconut Cream: Fair

Jelly: Could not identify flavor Nut Taffy: Tough

Mint Cream: Fair Assortment: Fair

Remarks: Very poor flavors, and the centers were of the cheapest kind, but we cannot expect too much at this price.

Code 3F60 **Assorted Chocolates** 1 lb.−49¢

(Purchased in a chain drug store, Oak Park, Ill.)

Appearance of Package: Good for this priced chocolates.

Container: Open face box, oblong shape. White printed in red on four sides. Overall cellulose wrapper.

Number of Pieces: 27; 1 gold foiled

Coating: Light:

Color: Good Gloss: Good

Strings: Fair

Taste: Fair

Orange Creams: Good Maple Creams: Good

Coconut Creams: Good Vanilla Creams: Good

Pink Cream: Could not identify flavor Mint Creams: Good

Green Jelly: Could not identify flavor

Vanilla Nut Caramel: Good Chocolate Caramel: Good

Vanilla Caramel: Good Jelly: Could not identify flavor

Green Nougat: Good

Nut Nougat: Good

Lemon Cream: Fair Chocolate Cream: Good Orange Cream: Foiled: Good

Assortment: Fair Remarks: The best assorted chocolates at this price we have examined this year. Suggest some of the flavors be checked as they are not up to stand-

> Code 3A60 **Assorted Chocolates** 14 ozs.-98¢

(Purchased in a retail drug store,

Oak Park, Ill.) Appearance of Package: Good

Container: Box, white glazed paper top, blue stripes on sides. Name and imprint of pieces embossed in colors. Cellulose wrapper.

Appearance of Box on Opening: Good

Number of Pieces: Light Coated: 12

Dark Coated: 14 Gold Foiled Pieces: 2

Chocolate Coating:

Colors: Good Gloss: Good Strings: Good

Taste: Good Dark Coated Centers:

Vanilla Fudge: Good Raspberry Cream: Very cheap imita-

tion flavor Vanilla Creams: Good

Orange Creams: Good After Dinner Mint: Good

Chocolate Nut Cream: Good Pineapple Jelly: Good

Vanilla Marshmallow: Good Coconut Cream: Good

Green Cream: Could not identify flavor

Light Coated Pieces:

Solid Chocolate & Nuts: Good Peanut Butter Blossom: Good

Green Cream: Could not identify fla-

Nougat: Good

Coconut Paste & Fruit: Good

Candy Clinic Schedule For the Year

JANUARY-Holiday Packages; Hard Candies FEBRUARY-Chewy Candies; Caramels; Brittles MARCH-Assorted Chocolates up to \$1.15 APRIL-\$1.20 and up Chocolates; Chocolate Bars MAY-Easter Candies; Cordial Cherries JUNE-Marshmallows; Fudge **AUGUST-Summer Candies**

SEPTEMBER-Uncoated & Summer Coated Bars

OCTOBER-Salted Nuts; Gums & Jellies NOVEMBER-Panned Goods; 1¢ Pieces

DECEMBER-Best Packages and Items of Each Type Considered During the Year.



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Orange Cream: Good Coconut Paste & Caramel: Good Chocolate Coconut Paste: Good Peanut Cluster: Good Molasses Coconut: Good

Mint Creams: Good

Chocolate Caramel: Gold foiled: Good

Assortment: Fair

Remarks: Suggest more hard and chewy pieces be added to improve the assortment. Some of the flavors also need checking. Too many coconut paste pieces for a small assortment.

Code 3D60 Caramel & Pecans 14 ozs.-79¢

(Purchased in a chain grocery store, Oak Park, Ill.)

Appearance of Package: Good

Container: Flat oblong box printed in red, white, yellow and brown. Imprint of piece in colors. Cellulose wrapper.

Appearance of Box on Opening: Good Piece: Piece is a vanilla caramel with pecans on top, coated with milk choc-

Chocolate Coating: Good

Caramel: Good Pecans Cood Taste: Good

Remarks: A good eating caramel pecan piece. Cheaply priced at 79¢ for 14 OZS.

Code 3B60 **Assorted Valentine Chocolates** 8 ozs.-59¢

(Purchased in a chain variety store, Oak Park, Ill.)

Appearance of Package: Good

Container: Heart box, extension edge, printed in red and white. Cellulose

Appearance of Box on Opening: Good Number of Pieces:

Light Coated: 11 Dark Coated: 3 Chocolate Coatings:

Colors: Good Gloss: Good Strings: Fair

Taste: Fair **Dark Coated Centers:**

Cream: Could not identify flavor

Vanilla Cream: Good Pink Cream: Could not identify flavor

Light Coated Centers: Maple Creams: Good

Orange Cream: Good

Vanilla Caramel: Good

All subscribers are entitled to send samples of their candy to the Candy Clinic for analysis and report. Address duplicate samples, with approximate retail price, to The Candy Clinic, c/o The Manufacturing Confectioner, 418 N. Austin Blvd., Oak Park, Illinois.

Jellies: Could not identify flavor Chocolate Cream: Good

Nongat: Fair **Assortment: Small**

Remarks: Suggest the flavors and the jellies be checked as they are not up to standard.

Code 3G60 **Assorted Chocolates**

6 ozs.—35¢ (Purchased in a chain variety store, Oak Park, Ill.)

Appearance of Package: Good

Container: Oblong box, one layer type. White light board folding box printed in buff, brown, blue and orange. Imprint of cut pieces in colors. Cellulose wrapper.

Appearance of Box on Opening: Good Number of Pieces: 23

Coating: Dark: Good for this priced chocolates

Centers:

Jelly: Tough; could not identify flavor Caramel: Good

Taffy: Too tough to eat

Filbert: Good

Chocolate Caramel: Partly grained Chocolate Almond: Good

Chocolate Paste: Fair Vanilla Fudge: Fair

Mint Cream: Fair Assortment: Too small

Remarks: A good looking package for this priced candy. Suggest some of the centers be checked as they are not up to standard; some were partly grained and some lacked flavor.



- Suitable for plain, milk, or nut chocolate masses
- Fully automatic-accurate-simple to operate
- · Continuous-reliable-easy to clean

In operation at leading U. S. and Canadian plants

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LATINI'S FAMOUS CHOCOLATE SPRAYING SYSTEM

Unexcelled for panned goods and pre-building for the enrober.

Increases production
Eliminates doubles and clusters
Uniform coating
Low labor factor

Available in 4-pan Systems and up. A non-skilled help operation with a daily output of approximately 1,000 pounds per pan.

LATINI CHOCOLATE SPRAYING SYSTEM

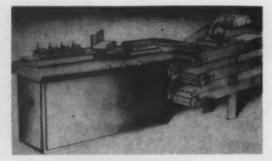
Hohberger Continuous Hard Candy Cutter

Waffles, pillows, chips, or straws. Up to 150 feet per minute. Perfect sealing on filled pieces.





Latini Sugar Sander
Guaranteed To
Properly Sand The
Output of any
Starch Machine
Non-corrosive metals
wherever sugar and
steam meet.



M.F.P. STICK-MASTER (Patent Pending)

Integrated Sizer & Twister with electronic speed control. Flexible — Diameters for ¼" to 1½"; length from 4" to 16". Productive — up to 1500 inches per minute.

Sanitary — Stainless steel finish — Candy always in sight.

Hohberger Cream Machine

Up to 2,000 pounds per hour. Straight sugar or with any amount of corn syrup. NEW: Special-sized Dome for liquid sugar users. No precook kettles required.



Representative:

John Sheffman, Inc.

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BLACK CURRANT

The flavor makes your candy a success. Why not try something new?

VERONA REGISTERS SIDEMARK Our Black Currant F 22-1033 has captured the true and natural aroma of the ripe fruit. You will be surprised how this top quality will lift your candy above the average.

May we send you samples of this outstanding product?

VERONA AROMATICS

A DIVISION OF VERONA PHARMA CHEMICAL CORP.

Plant and Main Office:

Branch Office

26 VERONA AVENUE, NEWARK 4, N. J. . 1210 ROSEDALE AVENUE, CHICAGO, ILL.

NEWSMAKERS

The Wilbur Chocolate Company has announced plans to build an office building in Lititz, Pennsylvania to house all the office facilities of the firm. The \$90,000 building will be completed in August.

Charles K. Preston, vice-president and manager of Basic Industries, Chicago, Illinois, died on January 31st. Mr. Preston was 72.

Shulton Fine Chemicals Division has named The Voss Company, 2631 Southwest Drive, Los Angeles 43. California as their sales representatives in eleven western states.

ALWAYS AT YOUR SERVICE

In Cocoa Since 1899

EMIL PICK CO.

COCOA BROKERS

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COCOA BEANS - COCOA BUTTER Cocoa and Chocolate Products

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COMPANY

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Personal service to 183 jobbers,
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call on every account personally
every six weeks. Candy is our busimess.

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Established 1906
Terr.: Eleven Western States
Branch Offices: 1340 E. 6th St., Los
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FELIX D. BRIGHT & SON Candy Specialties

P. O. Box 177-Phone ALpine 6-3988 NASHVILLE 2, TENNESSEE Terr.: Kentucky, Tennessee, Alabama

IRVING S. ZAMORE

2608 Belmar Place Swissvale, PITTSBURGH 18, PA. Confectionery Broker Representing Manufacturing Confectioners Since 1925 Territory: Pennsylvania excluding Philadelphia.

Frank A. Kemp, president of the Great Western Sugar Company, Denver, Colorado, was named "Sugar Man of the Year-1959" by an award committee consisting of Robert H. Shields, president, United States Beet Sugar Association, Wallace C. Kemper, president, Southdown, Inc., and Donald Maclean, president, California & Hawaiian Sugar Refining Corp., Ltd. Chosen for his leadership in trying to solve major national and international problems of the sugar industry, Mr. Kemp was given a silver bowl and citation for significant service to the industry. This annual award was established by B. W. Dyer & Company, sugar economists and brokers, New York City, in memory of the founder of the company.

Russell Dieffenbach has been named manager of the newly-created rotogravure carton sales division of Milprint, Inc. Mr. Dieffenbach will work out of the company's Downingtown, Pennsylvania plant and their New York sales office.

Riegel Paper Corporation has purchased Bartelt Engineering Company, Rockford, Illinois manufacturer of specialty packaging machinery. Bartelt will be operated under its present name as a wholly-owned subsidiary with no change in personnel. Harold Bartelt, founder and president, will become president and a director of the subsidiary.

Announcement has been made of a joint sales program which offers the most complete range of cocoa presses ever offered from one source. Fred S. Carver, Inc. of Summit, New Jersey through Euromac, Inc. of Palisades Park, New Jersey now offers either the standard American-built Carver press or the Bauermeister-Carver press which has met with great success throughout Europe in producing an extremely low fat cocoa cake. The Bauermeister-Carver press will be exhibited at Interpack in Dusseldorf, Germany in April and information about both types of presses will be available at the NCA show in Philadelphia in June.

Mr. Berndt Wullenweber and Mr. Frank Kaiser, co-managers of Buhler Bros., Inc., have been named vice presidents. Mr. Kaiser retains his position as treasurer of the company. O. R. Schmalzer, who retired as vice president and general manager of January 1st, remains as director of the company.

After 42 years as a member of the board of directors of Atlas Powder Company, Mr. Leland Lyon has resigned. Mr. Lyon has been in the chemical and explosives industries for 62 years and was elected a director of Atlas in 1917 and president of the company in 1927.

Adolph Hirsch & Co., New York City, has been appointed United States representatives for the Bahia Cocoa Trade Commission.

The Callerman Company, Chicago food brokerage firm, has established an executive committee for management of the company's business. S. J. Cooper, H.

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W. Gibbs and William S. Toohey are the members of this committee which was organized due to the resignation of Norman Vance, Jr. former president of Callerman, who is now vice president and director of marketing at Mars, Inc.

The Waxed Paper Merchandising Council has reelected James V. Melton, vice president of Pollock Paper Company, president and board chairman. Harold E. Pierce, Marathon Division, American Can Company, was also re-elected to the post of vice president of the Council. Carl E. Doane, Nashua Corporation and Frank V. Snyder, Moore & Munger, were elected to serve on the board of directors for three year terms.

The National Starch and Chemical Corporation has appointed Neil MacEwen to the newly-created post of sales promotion supervisor for food starches.

A new citric acid plant will be put into operation late this month in Fieldsboro, New Jersey. The \$2,-500,000 facility is expected to produce 17,000,000 pounds of citric acid annually. Newly designed 30,000 gallon fermenters which have been developed by the manufacturers (Bzura Chemical Company, Inc., Keyport, New Jersey) will allow rapid production of pure citric acid U.S.P. from blackstrap molasses.

Mel Mickevic, formerly midwest sales manager for Seaplant Corporation and district representative for J. W. Greer Company has joined Comco Company, Chicago, Illinois manufacturers representatives in ingredients for the food trade.

Lassiter Corporation, New York, has announced the creation of a national distribution set up for Permagloss conveyor belting, a new type of industrial belting manufactured by Lassiter from vinyl and DuPont Mylar polyester.

Olin Mathieson Chemical Corporation has appointed Robert D. Hillmann western district sales manager for film. He will be located in San Francisco.

A. E. Staley Manufacturing Co. has made a contract distributorship agreement with Pfanstiehl Laboratories, Inc., of Waukegan, Illinois for marketing "Seglene" sequestrants. This product has found use in cleaning food processing equipment.

R. D. Webb & Co., Inc., manufacturers of essential oils and flavors, has moved its executive offices from Cos Cob, Connecticut to the site of its manufacturing plant in Linden, New Jersey.

The Nestle Company has opened a new centralized warehouse to serve customers in the New York metropolitan area. Located at 513-529 Irving Avenue in Brooklyn, the modern one-story warehouse with storage area of more than 60,000 square feet, replaces two located in Glendale, Long Island and Hillside, New Jersey.

The new corporate headquarters of Packaging Corporation of America is at 1632 Chicago Avenue,

Evanston, Illinois. The company's administrative offices have been moved from Quincy, Illinois, Grand Rapids, Michigan and Rittman, Ohio and are now consolidated in this Chicago suburb.

Clinton Corn Processing Company has announced the retirement of a number of sales personnel. L. H. Smith, district manager at Kansas City has been succeeded by Robert Ingold; Samuel Clayman, district manager for the central Pennsylvania and Maryland area has been succeeded by John Weir; R. E. Mikkelsen, district manager at Chicago has been succeeded by D. R. Reed, formerly district manager at Milwaukee.



P.O. BOX 53, MANCHESTER 4, ENGLAND



IDEAL WRAPPING MACHINE COMPANY

CALENDAR

- March 21; Confectionery Salesmen's Club of Philadelphia, 1:30 P.M. meeting, 2601 Parkway, Philadelphia, Pa.
- March 26; Southwestern Candy Salesmen's Club, luncheon meeting, Sammy's Oak Lawn Restaurant, Dallas, Texas.
- March 26; Gopher Candy Club, luncheon meeting 12:30 P.M., Normandy Hotel, Minneapolis, Minn.
- April 1; St. Louis Candy Sales Association, 7:30 P.M. Meeting, Congress Hotel, St. Louis, Mo.
- April 4; Denver Mile Hi Candy Club, breakfast meeting, 7:30 A.M., Denver Athletic Club, Denver, Colo.
- April 4; Retail Confectioners of Philadelphia, 6:30 P.M. meeting, Dairy Maid Restaurant, Germantown Ave., Philadelphia, Pa.
- April 4-7; American Management Association, 29th National Packaging Exposition and Conference, Convention Hall, Atlantic City, New Jersey.
- April 4-6; American Oil Chemists' Society, 51st annual meeting, Dallas, Texas.
- April 8; Los Angeles Confectionery Sales Club, 12:00 noon meeting, Roger Young Auditorium, Los Angeles, Calif.

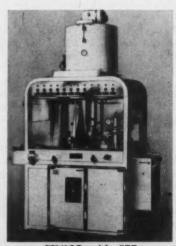
- April 9; Carolina Confectionery Salesmen's Club, luncheon meeting, S&W Cafeteria, Charlotte, N. C.
- April 9; Kansas City Candy Club, luncheon meeting, Town House Hotel, Kansas City, Kansas.
- April 27-29; PMCA, 14th annual production conference Franklin & Marshall College, Lancaster, Pa.
- April 20-27; Interpack, 2nd international packaging exhibition, Dusseldorf, Germany.
- May 1-6; Supermarket Institute, Atlantic City, New Jersey
- May 1-4; Flavoring Extract Manufacturers' Association, 51st annual convention, Hershey Hotel, Hershey, Pennsylvania.
- May 20-22; National Peanut Council, Las Vegas, Nevada.
- June 5-9; Associated Retail Confectioners, convention, Philadelphia, Pennsylvania.
- June 5-9; National Confectioners Association, 77th annual convention, Philadelphia, Pennsylvania.
- June 9-12; New York Candy Club & Metropolitan Candy Brokers Assn., 5th annual candy show, Trade Show Building, New York City.
- July 10-13; SWTCA, convention, Dinkler Plaza Hotel, Atlanta, Ga.
- July 30-August 4, NCWA, 1960 convention, Sheraton-Park Hotel, Washington, D.C.



NIELSEN EQUIPMENT presents at The Interpack Fair 1960, Dusseldorf April 20-27, Hall E, Stand 5111

- 24" Senior enrober with built-in continuous re-tempering system, cold slab and prebottomer with feeding table
- 20" Junior enrober with cooling tunnel
- 12" Junior enrober with take-off table
- 7" Baby enrober with take-off table
- Melting and tempering kettles
- Chocolate pumps
- Display of photos showing marshmallow depositor and continuous tempering machine

A. E. Nielsen Maskinfabrik, 5, Kongevejen, Copenhagen-Virum Denmark



SENIOR with CRT

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You can't judge the taste from the outside...

... and with confections, it's the taste that counts. Clinton corn syrups provide added body, improved texture and shelf life. Why not try Clinton corn syrups today? CLINTON TECHNICAL SERVICE is freely available upon request.



CLINTON CORN PROCESSING COMPANY, CLINTON, IOWA

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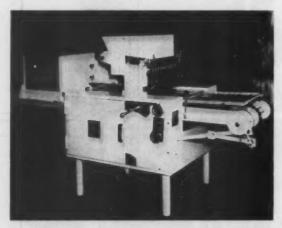
ner,

New Products

A new depositor has been developed that is claimed to deposit any liquid material via a pump bar, including chocolate, marshmallow, gum, cream, jelly, caramel with chopped nuts or fruit pieces up to 1/8" in size.

It is an eighteen inch machine, equipped for automatic feed of plaques 18" x 18" square, or for direct deposit onto enrober feed belt. The hopper is jacketed stainless steel, with oscillating agitator.

Deposit speed is infinitely variable, up to 52 strokes per minute. Height control is made by hand wheel, as is the length of drop of the trays or



belt after deposit. A slide-in nozzle plate permits depositing of widely varying shapes and viscosities.

The machine takes 8' x 3' of floor space, has a net weight of 1800 pounds, and is driven by a one H.P. motor. Since it operates vibration-free it can be supplied on casters.

This machine is manufactured in Australia by N.I.D. Pty, Ltd.

For further information write the agent for Canada and the U. S., Cantab Industries, P.O.B. 54, Station Q, Toronto 7, Canada.

A new chocolate coating machine has been developed with a continuous re-tempering system built into the equipment. This coater includes a feed table, pre-bottomer and cold slab. The continuous re-tempering system includes a tank with agitator and temperature control mounted above the coater, and a continuous feed rate into the coater. The feed is set well over the use rate, and the surplus is drawn off and returned to the tank. In the tank the chocolate is warmed to remove any crystallization. Chocolate that is drawn from this tank for coater feed is cooled on the

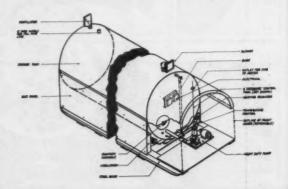


way to the coater to just below coating temperature, and is well mixed with that remaining in the coater tank before it reaches the curtain.

Benefits claimed for this system include uniform condition in the coating throughout the day, regardless of the rate of coating usage, a very simple system to operate requiring only untrained attendance once the controls are set.

This machine is made in Denmark by A. E. Nielsen Maskinfabrik.

For further information write:SykoEngineering Corp., 2201 Grand Ave., Kansas City 8, Missouri



A portable corn-syrup handling system has been developed which can be assembled easily and quickly right at the location where it is needed. It is mounted on steel skids which simplifies installation and relocation and is designed for plants where storage space is a major problem. Tanks are available in three sizes, 2,500, 3,000 and 4,000 gallons. The interior is sandblasted and lined and relined with a sanitary coating to give a durable, lasting finish.

For further information write: A. E. Staley Mfg. Co., Decatur 60, Illinois.

A breakthrough in food flavor research has been reported in which an enzyme process makes it possible to enhance the natural fresh flavor in processed foods. This patented method was worked on by private industry and the Army Quartermaster Research and Engineering Command.

For further information write: Evans Research and Development Corp., 250 East 43rd Street, New York 17, New York.



Louis Irvin Grubbs of Shenandoah Candies

f any man can be said to know more than any other about anything, Louis Irvin Grubbs does about making candy. He's made enough in his lifetime to fill the sweet teeth of a race of giants. He's been at it since he was 14, close to 60 years ago. Today, at 73, he is still the head sweet man (production manager and buyer) for Shenandoah Candies, Inc. of Miami, Florida. His first job was in Atlanta, Georgia, rolling stick candy, sugar-coating gum drops, helping to beat eggwhites to stiff meringue—with a wire whip. In the intervening years, both Grubbs and candy manufacturing in general have considerably stepped up production.

During those years he has perfected some 500 recipes and by use of certain ingredients, after never-ending experimentation, devised methods to

improve taste, salability and shelf life.

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In 1937 when he went to work for John Scott Magley at Shenandoah, Grubbs was hired to make candy to add to the gift fruit boxes Magley and his wife packed, sold and sometimes shipped. After a promising but hardly a profitable season things began to pick up when word of Grubbs candy

Louis Irvin Grubbs is seated at the table at the right with some of the employees of Shenandoah Candies. He has worked with the original owner, John Scott Magley, since 1937 and when the company was bought by Christo Poulos in 1958 he continued with the firm as production manager.

got around. Within a year Grubbs began production of a complete line. Soon the Magleys moved their store down the street from the small rented place to a larger building of their own on the present property at 514 S.W. 22nd Avenue. Since then they have built onto it five times.

then they have built onto it five times.

A year after Grubbs put in a full line of candies, John Magley stopped packing fruit. Today the retail department remains open seven days a week from 8 to 5 daily, 10 to 5 on Sundays with a double sales crew working two shifts in rush seasons such as Easter, Christmas and the winter tourist season. Production hours then move up from the normal 40 hour week to as high as 60 hours and an average production runs 125,000 pound—generally some 100,000 boxes annually, with a roughly estimated sales volume of between \$400,000 and \$500,000. In rush periods extra help brings the total employment up to 75.

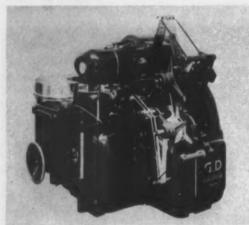
Grubbs succeeded in winning the public's fancy for coconut patties by turning them out flavored with rum, pistachio, strawberry, maple, etc. He has sold them by the millions, chocolate covered and open faced since 1937. Other candymakers experimented with them that early perhaps, but they had not sold well, as they followed a pattern like pralines. Grubbs figured if they were offered in the right size, with the right flavors they should

be popular. Obviously he was right.

Using Peppy (LeRoy Laboratories of New Jersey) and Greer machines, Shenandoah produces the patties by the millions, plus some thousands of the hand-dipped, open face coconut patties. Beside the volume used in box assortments, the coconut patties sell very well in bags. Dipping machines whiz them to the packing tables and an Anderson packaging machine automatically blows open the small cellophane bags timed to the packers' movements in filling them.



GD Supermatic



MODEL 2500

For high-speed twist wrapping of hard form square or rectangular shaped candies



Double end twist wrap 400-450 speed range per minute. From 320 to 380 Speed range on bunch fold.



SUPERMATIC PACKAGING CORP. 979 Lehigh Avenue, Union, New Jersey

BENEDICT R MARFUGGI, Vice President - Sales Manager

In addition to this volume produced coconut patty, Shenandoah regularly turns out some 120 other varieties of candies. Another of Grubbs' fast selling concoctions is what he calls Marshmallow Hushpuppies with a coating of toasted coconut resembling a small cut of Southern cornbread.

Another Shenandoah specialty packed in a clear acetate box labeled Florida Marmalade is what Grubbs calls his "jelly"—made of true fruit—grated lemon, orange or lime, crushed whole strawberries or pineapple. His method of using only sugar and pectin he claims has kept these squares tender as custard. The "Marmalade" is eye-catching in the clear package, although this writer found in testing that unlike many delights to the eyes, this product tastes better than it looks. Maybe it needs a new name.

Along the farthest wall of the kitchen (a large area just behind the line of the retail store's glassed in cases) are a dozen or so Savage copper kettles—one of them in use here over 20 years—on propane gas burners. (Until recently there was no natural gas piped into the area at all.) Also in use are a Savage kneading machine, an 80-lb. Hobart beating machine and two Ball Beaters along with a Package Machinery Model K which wraps 175 kisses a minute.

A Triumph cookie dropper has been converted for cooking a heavenly hash of coconut, pecans and candied fruits. Three-D, for Delicious milk chocolate, Delightful marshmallow, Delectable pecans is their name for this product.

In September, 1958, Christo Poulos president of Christo P. Ploulos & Co., Inc., from whom Grubbs bought glaced fruit for his candy mixtures and to pack with deluxe assortments paid Shenandoah a visit. He wanted to establish Florida head-quarters and go into the allied candymaking business. After a one-man survey of candy manufacturers he was convinced Irvin Grubbs of Shenandoah made the finest and he made John Scott Magley an offer. Irvin Grubbs went with the deal, so did his son, Winston and Magley's son, John Jr. and the rest of the old crew in production and retail sales.

Although until then Shenandoah wholesaled only by request by mail order out of the state (places like Sea Island, Georgia whose candy connoisseurs picked up a taste for Irvin Grubbs' handiwork while here) now through Poulos, the candy is sold in such large department stores as Macy's, Gimbels, John Wanamaker, New York and Philadelphia.

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Poulos, who was in Miami while the writer was interviewing Grubbs about his long career in the business, believes Shenandoah also leads in volume sales of candy throughout Florida—including sales of big competitors. This may be due to three advantages: quick delivery, since a rush order can be put on a plane from here to almost any point in the state the same day; quality, which Poulos considers tops—and third, not having entered into national distribution, nor advertising, the price for the quality is lower.

Old Fashioned Molasses Taffy

BY ARTHUR PERREAULT

Sweenor's Open Fire Candies, West Springfield, Mass.

Formula:

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2-1/2 pounds sugar

5 pounds corn syrup

1 gallon Grandma's Molasses

1 pound butter

1 ounce salt

Procedure:

Cook the sugar, corn syrup and molasses to 270°, then add the butter and salt, and cook to 285°, stirring constantly. Then pour the batch onto a cold slab, fold and knead until the batch is of pulling consistency.

Pull on a hook until it is of a light, golden color

-about fifteen minutes. When it is pulled sufficiently, lay the batch on a table, lightly dusted with corn starch, and stretch out to form three inch wide strips. Mark off into five inch pieces and break. We sell it packed in polyethylene bags, one five inch piece in each bag, for \$1.25 per pound.

We seem to be the only ones around Springfield who make molasses taffy, judging by the way people for fifty miles around call for it. Many of our customers have standing orders and we ship it to them wherever they may be, even to Florida.

One thing to remember is that this is a cold weather item and we don't make it after Easter until Fall and cold weather, and then it suddenly becomes a lively seller.



THE MANUFACTURING CONFECTIONER'S

CLEARING HOUSE

Address replies to box number, c/o The Manufacturing Confectioner
418 N. Austin Blvd., Oak Park, Illinois

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Hayssen 7-17 with eye; 1000 lb/hr N.E. continuous cooker, Lynch bar wrapper, roll-card feed; 34" bottomer; Trans-Wrap for 10¢ bags, volumetric feed; Forgrove 42-C (1" x 3/4" x 3/8"). Box 3601, The MANUFACTURING CONFECTIONER.

Smith enrober, 10 inch. Will sacrifice.
Complete with cooler and tunnel. In operation at present. Philadelphia area.
Box 1194, The MANUFACTURING CONFECTIONER.

FOR SALE

Bonus Cluster Machine
Model K # 3 Savage Fire Mixers.
20 gal. & 50 gal. Model F-6 Savage
Tilting Mixers, copper kettle.
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30 Gal. Stainless draw off steam
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Savage and Racine Caramel Cutters

We guarantee completely rebuilt.

SAVAGE BROS. CO.
2636 Gladys Ave. Chicago 12, Ill.



MACHINERY FOR SALE

CA-2 bar wrappers; 600 lb/hr N.E. Cont. H.C. cooker; Transwrap "B" with electric eye, volumetric feed, 16" enrober line; Forgrove 42-C, cylindrical piece. Box 3602, The MANUFACTURING CONFECTIONER.

Original candy machine, daily production 100,000, Whistles, Marshmallow, Caramels, Nougat, Gum. Jas. E. Mayhew, 7156 Radbourne Road, Upper Darby, Pa.

For sale: Gas vacuum cooker, cream beaters, chocolate melters, stoves, cut roll machines, batch rollers, steam agitating kettles, water cooled slabs, marbles, Hobart beaters, copper kettles, cutting machines, etc. S. Z. Candy Machinery Company, 1140 North American Street, Philadelphia, Pennsylvania.

Pulling machines, display type 25 lb. capacity \$395.00 also small factory size with a 3 phase motor \$250.00, N.E. all electric control chocolate melter 150 lb. capacity \$250.00, #2 N.E. depositor pump bars 20 and 24 hole \$75.00 each. Mills tilting kettle 50 lb. capacity \$50.00. Forced draft furnace \$65.00, movable bed candy cutter with 12 circular knives 125.00, power driven kiss or lump cutter \$125.00. #1 fruit drop frame with 4 sets of rolls \$50.00. Hard candy rolls for Racine sucker machine, American midesign \$150.00. A. R. Massarella, P. O. Box 1571, Ft. Lauderdale, Fla.



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Brokers wanted for fruits, flavors and specialties to the manufacturing confectioners. Western Pennsylvania, New Jersey, New York State, Connecticut. But 1602, The MANUFACTURING CONFECTIONER.

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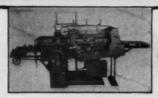
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Package Machinery Co. Models DF and DF1 Bar Wrappers with Electric Eyes.

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For Quick Sale



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Forgrove Model 26D high speed Universal Fold Wrappers. For foil, cellophane and wax wrapping. Speed — 100 to 120 per minute.



2 - Hansella (Forgrove) complete plastic lines consisting of Automatic Batch Rollers, Multiple Roll Sizing Equipment, Hansella



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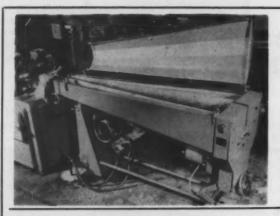
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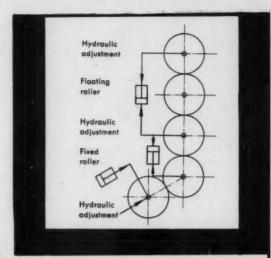
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